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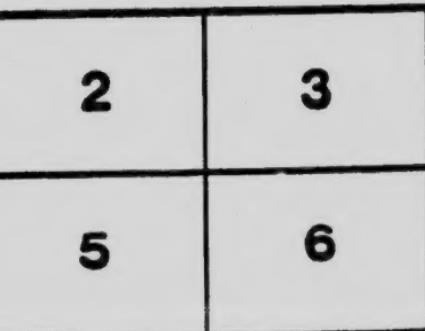
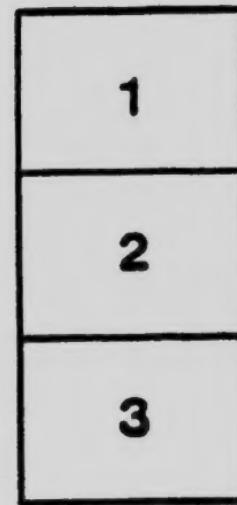
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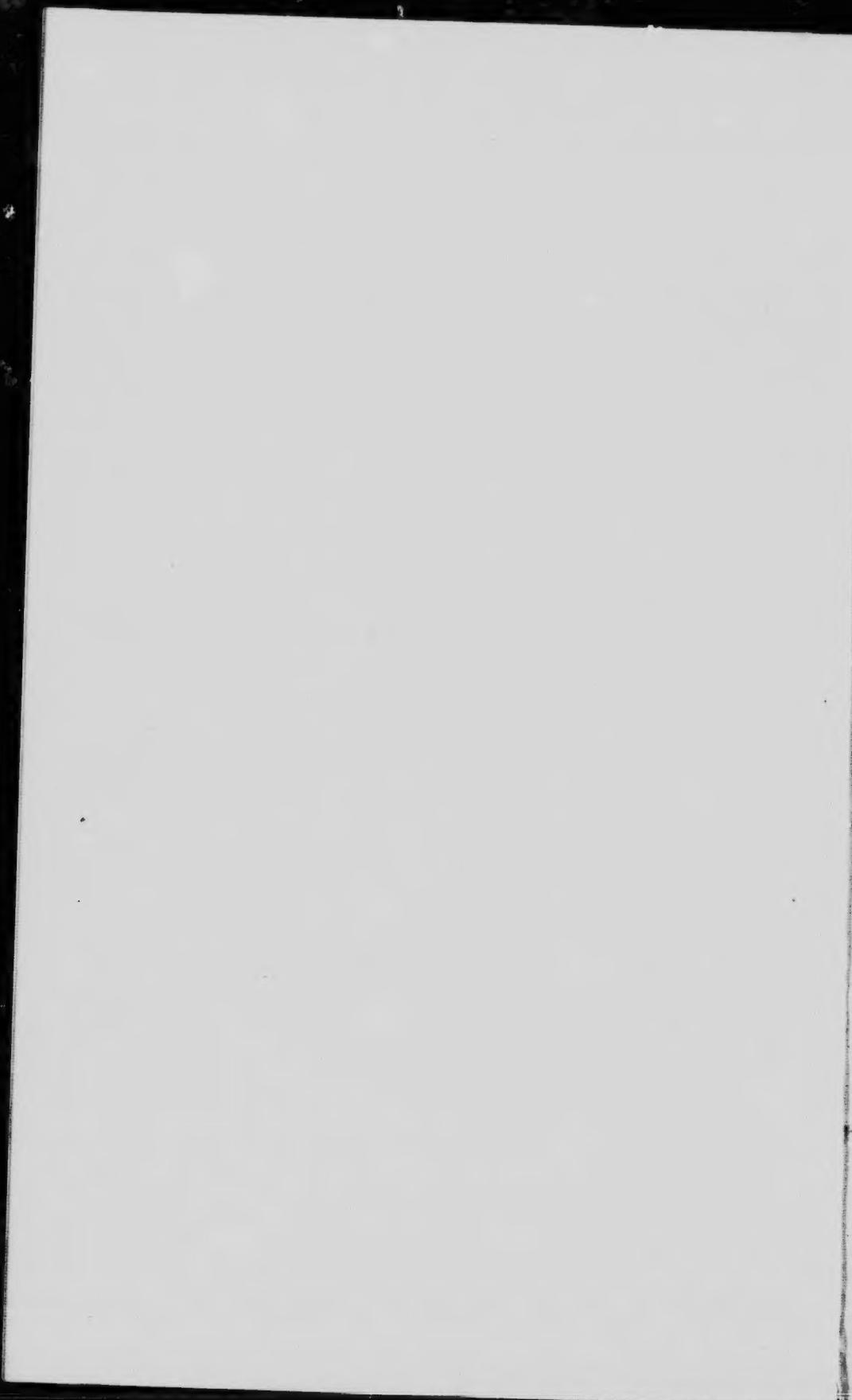
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United States now, the latter country would have an immense advantage. Canadian manufactured goods have been excluded from the United States, because of the high tariff, and are therefore practically unknown to the consumers of that country. The products of the United States manufacturers on the other hand, by reason of the lower Canadian tariff, have been freely sold in this country and are well known to the Canadian people.

The Canadian people have invested heavily in existing industrial enterprises and all interests, agriculture, fishing, lumbering, mining, banking, transportation, etc., are vitally concerned in the continuity of their operations.

Relying upon the maintenance of our tariff, especially as against competition from the United States, British capitalists of late years have invested large sums of money in Canadian enterprises. French and other European investors are beginning to follow the same course. The adoption of a Reciprocity Treaty with the United States would unquestionably check the inward flow of capital, which is necessary to the continued development of our country. (See Appendix 4).

Moderate as is the existing Canadian tariff, it has already induced a large number of United States manufacturers to establish branch factories in this country, thus causing our population to be increased by the employment of labor within our own borders, and creating a large home market for

**TO THE RIGHT HONORABLE SIR WILFRID LAURIER,
COUNCIL.**
The members of the Canadian Manufacturers'

The members of the Canadian Manufacturers you to-day, desire in the first place to thank you for your interest in our cause, and to give you more in detail than has been possible on previous occasions, information concerning the present tariff policy of the Dominion.

of things to cultivate their faculties of observation more than ordinary interest the returning crisis in the renewal of the agitation for reciprocity with the United States would again be brought to the parting of the ways. made by our Association upon a subject that is of great importance to Canadian manufacturing enterprise, it is becoming with more or less equanimity, feeling sure that the majority of the tariff policy of the Dominion for the past few years has led us safely through the present situation.

But lest there should be a disposition on the part of your Government in the expectation of finding

on your Government in the expectation of finding
ment of our population favorable to their view, we
the interests for whom we can fairly claim to speak
of invested capital, \$1,000,000,000 of annual output
sans and workpeople, and distributing annually \$250,
juncture to any reciprocal tariff arrangement between
lowering of the Canadian Customs Tariff on manufac-
reduction would prove injurious to the industries de-
the interests of Canada and consequently the Empire.

prosperity Treaty. (See Appendix 1). United States in point of capital, specialization of products and because of their restricted markets, are not yet so difficult for them to withstand the competition that would Canadian tariff.

The United States may be ready for reciprocity, enjoys an enviable position in the matter of interna-

at country into Canada, are admitted under an ad valorem duty of 43 per cent., the result being the present market by the United States people, as evidenced by the following statement:

Further, Canadian exporters are seriously embarrassed for transacting Customs business, and by onerous

for transacting business, and by the issue of
similar certificates, etc. Canada has made things eas-
ier by establishing a port of entry in almost every town of any
size, and the ports of entry in the United States are on the frontier, where

goods have been excluded from the United States, practically unknown to the consumers of that country; manufacturers on the other hand, by reason of the lower costs and are well known to the Canadian people.

The Canadian people have invested heavily in agriculture, fishing, lumbering, mining, banking, and in the continuity of their operations.

Relying upon the maintenance of our tariff, especially in the United States, British capitalists of late years have invested large amounts of capital in our country. French and other European investors are beginning to do the same. A Reciprocity Treaty with the United States would undoubtedly increase the amount of investment from Europe, which is necessary to the continued development of our country.

Moderate as is the existing Canadian tariff, it
States manufacturers to establish branch factories in
increased by the employment of labor within our own

1911

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LAURIER, G.C.M.G., PREMIER AND PRESIDENT OF THE

facturers' Association, in whose behalf we appear
ask you for this opportunity of laying before you their
between Canada and the United States, and of acquainting
you on previous occasions with their attitude towards the

ool of competition, and required by the very nature
servation to the fullest extent, they have watched with
crisis in the life of our young nation, when, through the
in the United States, its commercial and industrial destinies
the ways. If thus far no official pronouncement has been
that is obviously fraught with deep significance to every
one, it is because of the fact that we have viewed the situa-
ture that the wisdom that has characterized the manage-
ment for the past thirty years could still be relied upon to bring

has already caused some unsettling of business, our

on the part of our neighbors to stiffen their demands
of finding on this side of the line any considerable ele-
view, we welcome this opportunity of assuring you that
am to speak, representing approximately \$1,200,000,000
al output, furnishing direct employment to 435,000 arti-
tually \$250,000,000 in wages, are opposed at the present
ment between the two countries that would necessitate a
n manufactured products. They are convinced that any
ustries directly affected, and indirectly detrimental to
the Empire as a whole.

nt as an inopportune time for the negotiation of a Reci-
ited States enterprises are developed to the highest state
ucts and magnitude of operations; Canadian enterprises
ot yet so developed, and it would be obviously impossible
that would inevitably follow reductions in the present

reciprocity; Canada is not. The United States already
of international trade. Dutiable products coming from
under an average duty of less than 25 per cent., whereas
and protect their own industries, have imposed an average
the present all too successful exploitation of the Canadian
evidenced by Canadian trade statistics. (See Appendix 2).
embarrassed by the lack of facilities in the United States
onerous regulations requiring expensive entry fees, con-
things easy for the United States exporter by estab-
own of any account, while practically the only ports of
tier, where the duty has to be paid. (See Appendix 3).
racing manufactured goods were entered into with the
ld have an immense advantage. Canadian manufac-
United States, because of the high tariff, and are therefore
that country. The products of the United States manu-
the lower Canadian tariff, have been freely sold in this
an people.

l heavily in existing industrial enterprises and all in-
mining, banking, transportation, etc., are vitally concerned

tariff, especially as against competition from the United
we invested large sums of money in Canadian enterprises.
beginning to follow the same course. The adoption of
es would unquestionably check the inward flow of capital,
opment of our country. (See Appendix 4).

tariff, it has already induced a large number of United
actories in this country, thus causing our population to be
ain our own borders, and creating a large home market for

the products of our firms. Reciprocity would kill this market. It would be obviously impracticable for a manufacturer to sell his product in a market of 100,000,000 people, when 90 per cent. of the market is lost at the termination of the treaty. (See Appendix 5).

Canada is rich in raw materials—forest, field, mineral, and water power. These are open to the United States, and consumed with the result that in view of the country's use of its own resources they will be depleted. Canada should not allow her raw materials to be used by the United States, but should develop them within the country, build up strong domestic industries, and export the finished products of Canadian labor throughout the world.

Canadian transportation lines run East and West, and are still making great sacrifices to build them, in order to compete with the United States and the United Kingdom. This immense investment in the railway system of Canada would divert traffic southward, at the expense of Canadian railways and steamships. We must enter into negotiations with the United States unless we are prepared to pay the cost of building the Welland Canal, of constructing the Georgian Bay port of Sault Ste. Marie, and of erecting terminal elevators adequate to our requirements. (See Appendix 6).

As regards the negotiation of a reciprocal trade agreement to an exchange of farm products in their unmanufactured state, we believe that the manufacturers' Association hesitate to express an opinion. We must remind the farmers of the bitter disappointment they have experienced in their own home markets have been impaired by a flood of foreign grain, and when their access to the markets of the latter has been cut off by the imposition of prohibitory rates of duty or by the McKinley Tariff, with its 30 cts. a bushel duty on wheat. A man through Ontario and Quebec found himself reduced to poverty. It would be impossible, short of political or at least Commercial war, to secure from the negotiations now in progress, we cannot see, any real advantage accruing to our farmers from any trade agreement, without realizing their expectations.

From the standpoint of business, it is manifestly in the interest of Canada in developing channels of trade which lack the opportunities for establishing profitable connections on every hand. That being the case, we would suggest to them to relinquish their pursuit of reciprocity with the United States and to turn themselves to the building up of strong home and European markets. This can only be legislated at the will of some foreign power.

The home market is unquestionably the farmer's best market. Some prominent agriculturalists have treated the subject in more words than one, that easily 80 per cent. of even the best quality of grain is produced within our own borders. (See Appendix 7). Instead of competing with foreign countries at heavy expense and against keen competition in the world market, we believe, the Canadian farmer is in the happy position of being able to convert his surplus produce into cash at his very door. Nay, further, in view of the fact that the demands of the home market are such that we act as a market for the world. (See Appendix 8). With our rapid increase in population, we must expand and call for the best the farmer can produce.

To achieve this end, we believe that the Canadian government should do all in its power to maintain a tariff maintained as to encourage the investment of capital in Canada, and to transfer to the workshops of the Dominion the manufacture of articles of consumption, and notably from the United States. We believe that the importation of individual items of our present tariff, as a whole, is not in the upbuilding of our country and in the expansion of our markets. The desire therefore is that it will not be disturbed.

In expressing this desire we know that we are not alone. There are many who recently appeared before you. We give these men a hearing, and in view of their representations, at the same time we believe that many of the statements advanced by them it would be difficult to accept. We therefore hope will make our own position clear and obviate further discussion.

It is fallacious to look upon the tariff as a favor to the manufacturer.

ould kill this movement, which is as yet only in its infancy. manufacturer to equip factories on this side to cater to a cent, of that market might be cut off at any time by the

x 5).

ast, field, mine and fisheries. If these are now thrown with the same extravagance that has characterized that will be depleted in a few years. With her growing population materials to be exported in their crude state, but should to strong diversified Canadian industries, and distribute throughout the world.

ast and West. The Canadian people have made and them, in order to encourage trade between the provinces. A large investment should not be jeopardized by a Reciprocal, benefitting United States transportation lines and steamships. No extended treaty of trade should be we are prepared to abandon the National Transcontinental and unless we are ready to relinquish the idea of deepening Georgian Bay Canal, of building the Hudson Bay Railway adequate to our needs at Montreal and Vancouver. (See

local trade agreement that would be limited in its application to their unmanufactured state, the members of the Canadian express an opinion. We feel constrained, however, to pointments they have experienced in times past when ed by a flood of surplus produce from the United States, the latter country has been shut off without warning by ty or by the abrogation of existing treaties. When the l duty on barley, was announced in 1890, many a farmer f reduced to the verge of ruin. Since it would seem to Commercial Union to guard against such an eventuality we cannot but express our fear that the advantages agreement with the United States would fall far short of

manifestly unsound for us as a nation to invest our money lack the essential of permanence, particularly when the connections which possess this essential are open to us would seriously ask our farmers, would it not be better reciprocity with the United States and continue to apply home and Empire markets, out of which they would never

ever. the farmer's best market.. Despite the levity with which treated the subject, the fact remains, and is capable of proof ent of everything that is grown upon the farm is consumed 7). Instead of being compelled to sell his produce under condition in the markets of the world, as some would have us happy position of being able to convert four-fifths of his further, in some lines, more especially in the West, the that we actually are compelled to import farm produce. ease in population the home market must continue to an produce.

the Canadian tariff should be so framed and consistently ent of capital in Canadian enterprises, and to effectually on the manufacture of many of the goods which we still from the United States. Whatever fault may be found off, as a whole it is proving itself to be a powerful factor the expansion of our home markets. Our earnest hope

at we are not in accord with the Grain Growers of the West give these gentlemen credit for being perfectly sincere in one we believe they have been misinformed; from m it would appear that they have argued from data that

We therefore beg to offer a few explanations which we obviate future misunderstandings.

as a favor granted to a privileged class, whereby they are

enabled to enrich themselves by levying toll on all fallacious to speak about the beneficiaries of protection. The farmer ate just as much beneficiaries under a moderate tariff as under a high one. True, through the aid of the tariff the latter may increase his output, but the point to remember is that every increase in the purchase of supplies means so much more money in the hands of the community at large.

Moderate protection sanctions no tribute from the manufacturer to the agriculturist. In a condition of general prosperity in which every citizen, manufacturer and agriculturist, can buy what he wants and offered without any shadow of proof. Such statements are easily made, but it is difficult to prove them again to the satisfaction of any impartial investigator. (See Appendix 9). The great majority of manufacturers are making less money to-day than they were twenty years ago under the healthy competitive system which a moderate tariff nearly always be depended upon to hold in check and restrain.

That competition is eliminated, that prices are raised by manufacturers, is a serious charge that all too easily suggests itself. It is a charge which for that reason should not be uttered lightly. Let us bear in mind that the statutes of our country provide ample protection against such illegal practices. The Canadian Manufacturers' Association has no sympathy with such practices. If such illegal practices are aggrieved, we would say that the remedy lies in their removal from fiscal or tariff policy—they are the result of the influence of England in the promotion of industrial protection. That many forms of trade agreements, many so-called "free trade" agreements, those that lead towards standardization of quality, the adoption of more economical methods of production, are in the interests of the consumer as they are in the interest of the producer.

Another claim advanced by the agriculturists who are in the minority in Eastern Canada is that the West, we have clear evidences that agriculture is declining. They give as principal causes contributing to this, they allege that the value of grain produced in the West has depreciated 25 per cent. through their having to buy more lumber at a higher price, and that the value of grain has been duly enhanced by the tariff. We have the authority of Mr. G. W. L. Naylor, in his Report on Wholesale Prices in Canada, that the appreciation in value of grain and animal products between 1890-1899, was greater than the appreciation in the value of lumber and furs. According to him, grain appreciated 50 per cent. more for his grain, 48 per cent. more for his wheat, 40 per cent. more for his barley, 30 per cent. more for his produce than he did 10 years ago, while for other products, such as textiles only 8 per cent. more, for implements only 10 per cent. more, for lumber 10 per cent. more, and for furs 10 per cent. less, as shown in appendix. It is probably no exaggeration to say that any kind of farm produce will purchase 50 per cent. more lumber than it did 20 years ago.

However the decline of rural population may be due to the fact that agriculture has become less profitable than it was. On the contrary, agriculture is more profitable than it is to-day, coupled with the axiom that the farmer is making most gratifying profits. The fact that the United States farmers by the hundred thousand are annually leaving the country and becoming wealthy, is the best evidence of the improved position of agriculture in the United States even with its larger market. (See Appendix 10).

We have noted the suggestion offered on behalf of the agriculturists that the minimum tariff should be immediately increased to 50 per cent., with preference given to the home market, and that preferential rates of duty as would establish complete free trade with the United States within ten years. The Association's position on this subject was expressed in its resolution in 1902. The resolution on this subject has been re-enacted in 1904. The resolution reads as follows: "That while the tariff should primarily protect the home market, nevertheless give a substantial preference to the home market, and that in the British Empire with which reciprocal preferential trade should be established under any conditions, the minimum tariff must affect the home market in the same manner as the foreign producers." Having regard to present conditions in Canada,

toll on all other classes of the community; it is equally
of protection. The workman, the storekeeper and
under a moderately protective tariff as is the manufacturer.
latter may be enabled to enlarge his business and increase
that every dollar he spends in the employment of labor
much more money in circulation, and so much more wealth

tribute from any class; on the contrary, it induces a con-
try citizen, including the farmer, gets his full share. The
he whole duty to his selling price are general in character
Such statements can be easily disproved over and over
investigator who will examine the facts as they really exist.
of manufacturers are offering the consumer better articles
twenty years ago. This is only what might be expected
which a moderate tariff regularly induces, and which can
check any desire to reap immoderate profits.

prices are enhanced by agreements among the manufac-
turers itself to the suspicious or biased mind, and
er lightly. Those who do make the charge should re-
provide ample machinery for the suppression of combinations
actices are resorted to, we desire to state frankly, at the
no sympathy with them, and to those who feel themselves
ies in their own hands. Combinations have no connection
result of the modern tendency to organize. Free Trade
industrial mergers. It should not be forgotten, however,
any so-called mergers or combines, are perfectly legitimate.
of quality, those that make lower prices possible through
s of production and distribution, are obviously as much
e in the interests of the manufacturer.

aluturists who waited upon you, is that in the depopulation
the disproportionate increase of urban to rural population in
agriculture is not prospering as it should. As one of the
they allege that the purchasing power of their produce is
ring to buy all their supplies at prices that have been un-
the authority of Mr. Coats, Associate Editor of the *Labour*
s in Canada 1890-1909 (page 16), for the statement that
animal products for 1909, over 11. average for the decade
ation in the value of any other commodity investigated.

According to the same authority the farmer is getting
1 cent. more for his meat, and 35 per cent. more for his dairy
for other foodstuffs he pays only 7 per cent. more, for
ments only 2 per cent. more, and for house furnishings in
cent. more, while on many manufactured articles he pays
ly no exaggeration to say that a fixed amount of almost
10 per cent. more of general manufactured goods than it

tion may be explained, it is surely not because farming
On the contrary, the fact that business was never better
that the farm is the basis of our national prosperity, clearly
gratifying progress. The fact that experienced United
are annually coming to our West, of their becoming
oved position of the Canadian farmer over the farmer in
ket. (See Appendix 10).

on behalf of the farmers that the British Preference should
, with provision for such further reductions in the pre-
complete free trade between Canada and the Motherland
ion on this subject was defined at the Halifax Convention
as been reaffirmed at every Convention since 1902 and is
primarily be framed for Canadian interests, it should
to the Mother Country, and also to any other part of the
fidential trade can be arranged, recognizing always that
must afford adequate protection to all Canadian pro-
itions in Canada, we consider that any increase in the

existing preference is inadvisable and would impede

In its relation to the manufacturer, the tariff, agricultural farms, grain inspection, terminal elevators, the Hudson Bay Railway and a score of other things, the request of the farmers for federal assistance in this direction will contribute to its advancement and their own prosperity; that with a fuller and better understanding of the situation in a firm stand for stability of tariff, diversified home markets. (See Appendix 11).

For why should the farmers not do so? They are sacrificing other industries in order to advance the best developed by the healthful exercise of all its powers and resources.

And so as the growth of our young nation proceeds, it is well ordered and well balanced. By nature we have great strength and in the variety of our resources. In utilizing, indeed, but all of those resources lie our surest road to prosperity.

And that is why we say to you, Sir, in conclusion, that we are opposed at the present juncture to any tariff reduction, as it would have an unsettling influence upon the prosperous conditions which we now enjoy, well, remarkably well. Our population is increasing, our communications are being extended and improved, our industries are diversified, while our markets are rapidly becoming the largest in the world. The field of opportunity is clearly delineated before us; looking ahead we can see no signs of any developments that would tend to check our progress, but only disaster, and we earnestly pray, therefore, that you will adhere to a policy which through thirty years has been under whose beneficent influence Canada seems destined for the greatest good.

APPENDIX 11

United States Exports

An examination of the trade statistics of the United States shows that upon that country's present overtures for Reciprocal Trade, made in September, 1910, their exports of domestic merchandise amounted to \$210,490,966 were manufactures for further use in the form of raw materials, factories ready for consumption. The sum of these two items is about one-half of all of their exports put together. But this is not all. There is also known as "foodstuffs, partly manufactured" which is also as legitimately forming a part of the exports of the United States.

The United States exported for the nine months ending December, 1910, to over 66 per cent.

Applying the average for the first nine months to the total available when this statement was prepared, it indicates that the United States exports of foodstuffs, partly manufactured, amount to \$100,000,000 mark. This is an enormous amount for which there is little doubt that underlying the present agitation in the United States is an earnest desire to open wider the markets of this country.

At the same time it enables us to catch a glimpse of the future, when we continue to work out our own industrial destiny as far as possible.

APPENDIX 12

The Balance of Trade—Canada

For the fiscal year ending 31st March, 1910, our imports from the United States amounted to \$150,501,809, their purchases from us \$113,150,778. For the

would imperil the existence of many Canadian industries. The tariff stands in exactly the same position as elevators, facilities for chilling meat, cold storage shipping, other things stand in relation to the farmer. With the instance in surrounding their industry with such adjuncts as their own prosperity, we are in hearty accord, feeling hopeful of the situation, they will speedily join hands with us diversified home industries, and strong home and Imperial

so? They cannot hope to be permanently benefitted by advance their own. Like the human organism, a nation is of all its functions—by the judicious utilisation of all its

nation proceeds, we should see to it that its development nature we have been singularly blessed, both in the extent utilizing, in cultivating, and in improving not merely one road to present prosperity and future happiness.

er, in concluding this expression of our views, that we are tariff reductions or treaties of trade that would exercise an conditions which now obtain. Thus far Canada has done increasing by leaps and bounds, our avenues of communication our industries are daily growing stronger and more diversifying the envy of the world. The course we are now taking we can see that not only is it free from all those entanglements, but that it steadily approaches that great Imperial era. To depart from that course into alluring by-paths, as we know not whither, would only seem to be courting trouble, that you will deem it the part of wisdom to continue the policy which has proven itself to be abundantly satisfactory, and seems destined to attain our highest ambitions and her

APPENDIX 1.

Exports of Manufactures.

ics of the United States throws an interesting side light upon Reciprocity with us. For the nine months ending September merchandise of every kind were \$1,193,321,512, of which \$401,684,694 were manufactured for further use in manufacturing, and \$612,625,660, accounts for 51 per cent. of these two, \$180,159,193. If we regard this as not crediting the exports of manufactures with a class "not needed" which are valued at \$180,159,193. If we regard this as not crediting the exports of manufactured goods, it means that of everything else exported during the nine months ending September last manufactured goods amounted

the months to the last three, the figures for which were not available, it indicates that the exports for the year of manufactured goods for further use in manufacturing will pass the \$800,000,000 mark for which to have to find an outlet, and there can be no question of the desirability in the United States for Reciprocity with Canada, and the markets of this country for exploitation by their manufacturers. It gives a glimpse of what the future may hold in store for us if we follow our own destiny along independent lines.

APPENDIX 2.

Trade—Canada and the United States.

In 1910, our purchases from the United States were \$223,000,778. For the past decade the returns in round figures

show imports from the United States of \$1,600,000,000. In other words seven million Canadians purchase ninety million people in the United States purchased

APPENDIX

Comparison of the Customs regulations

As illustrating the difficulties to which the United States subject the Canadian manufacturer in the case of a Canadian manufacturer attempting to sell his goods in the United States, it may be mentioned that in the United States the Customs ports of entry are located at the frontier. Where the goods are consigned to an importer, he is required to employ a broker at the frontier, unless he can get his goods delivered direct, which is not far on the way, as it is the general practice in the United States to pay duty paid delivered prices.

If the shipment is valued at over \$100 the exporter has to pay a consular certificate, issued by the particular consular officer of the United States who resides in the place where the goods were manufactured or purchased. The price of the certificate is \$2, in addition to those whose place of business is in a town where no consular officer resides, and the delays arising from this cause him trouble in competition with United States houses.

The consular certificate costs the exporter \$2, in addition to which there are the usual entry fees paid to the United States Government, and these almost always have to be borne by the exporter as payment of the certificate is not made until the goods are by no means a negligible quantity is shown from time to time. According to figures given by two firms in Ottawa, on shipments last year, to the United States, it is evident that the people who are in a fair position to judge, that a large portion of the cost of the United States Consular Service in Canada is borne by Canadian exporters.

As against all this, the United States manufacturer can send his goods through to destination in bond without cost, the entry fees being required, and every place of any size having a Customs Port of Entry.

The difference between the two systems places the United States in a decided disadvantage; in fact, so expensive and so difficult is the United States system that only those whose transactions are of a large character are willing to persist in the effort.

APPENDIX

British and European Investments

Upon this point Sir George Ross in an address delivered in London in November, said:

"The British market has always been the chief market for Canadian products. It is the market for our national and industrial undertaking. It was the market for our railways and dug our canals. Nearly every Canadian railway was built by British capital, nearly every bridge was carried out by loans in London. British capital built our continental railways. It lights our streets, it provides our water works and carries us from continent to continent. According to *The Monetary Times*, the sum of \$600,000,000 has been invested in Canadian property by foreign countries, of which \$97,500,000 has been invested in Canadian property by the United Kingdom. Mr. Paish, an eminent London authority, says that the United Kingdom has absorbed £300,000,000 of British capital."

APPENDIX

United States Capital in Canada

As the result of some investigations conducted by the Canadian Government, the amount of capital subsequently verified and added to by officers of the Canadian Government.

\$1,600,000,000, exports to the United States of \$400,000,-
Canadians purchased twice as much from the United States as
they purchased from Canada.

APPENDIX 3.

regulations of the United States and Canada.

In which the United States Customs regulations give rise, in attempting to sell goods in that market, it may be stated that ports of entry with very few exceptions are located at the frontier, and to an inland point, therefore, the Canadian exporter must go to the frontier, unless he is prepared to accompany his shipment across the border. The practice in all such shipments from this country to sell at

\$100 the exporter must declare to an invoice before the Consul of the United States who has jurisdiction over the district in which the goods are shipped. The procuring of this certificate is a serious inconvenience, especially if the goods are sent to a town or city other than that in which the consular office is located. This cause often make it difficult for the exporter to hold up his business, as he cannot get his goods to market without having to pay expenses houses not so handicapped.

The exporter \$2.50 (sometimes travelling expenses besides) in addition to the cost of shipping fees payable to the frontier broker. These expenses are paid by the exporter as part of the cost of securing business. That they are a heavy burden is shown from the fact that the aggregate amount so paid by the exporter in the last year, totalled \$7,700. In fact, the claim is made by the frontier brokers that a large portion if not all of the costs of the United States are paid by Canadian shippers.

A manufacturer exporting to Canada can always forward his goods without cost or trouble of any kind to himself, no consular office being required, as any size in this country having been constituted a port of entry.

This system places the Canadian manufacturer at a tremendous disadvantage. How difficult is it made for Canadians shipping goods to the United States! Transactions run into very large figures find it worth while to pay these extra expenses.

APPENDIX 4.

European Investments in Canada.

An address delivered before the Toronto Board of Trade

has always been our base of supplies for every large industry. It was with British capital that we built

Nearly every large municipal work in Canada. London. British capital is now building two trans-Canada roads, lays down our sewers, builds our water works, and extends our railways from coast to continent. In the last five years, according to the latest statistics, a sum of \$605,453,856 has been invested in Canada. The London authority on finance, says that Canada is the fourth largest investment in the world, and the London authority on finance, says that Canada is the fourth largest investment in the world.

APPENDIX 5.

British Capital in Canadian Industries.

is conducted by *The Monetary Times* (Toronto.) and the officers of the Canadian Manufacturers' Association, it is

known that at the present time at least 200 United States branch factories in Canada, representing an annual influx of capital, with all the benefits accruing to Canada which made it worth while for those who hoped to manufacture. Had that tariff not been a protectionist one, these factories would probably have enlarged their home factories building on this side, in which case we would now compete with United States labour, instead of goods made in America.

That our neighbours look upon this movement with alarm and disapprobation is shown in the following extract from a speech by Senator Ladd of Indiana:

"There must be reciprocity with Canada. The principle of reciprocity which has so long been in vogue in the world does not apply to our northern neighbour. We want American manufacturers across the Canadian border to supply us with American capital on Canadian soil, employing Canadian labour in Canadian trade. That capital should be kept at home, and not sent to supply Canadian demand. We should let Canada have Canadian paper free in return for Canadian lumber, Canadian flour, Canadian cement, our engines, pumps and other machinery, Canadian lumber to American planing mills, and other American manufactured products to Canada."

In this connection it is worthy of mention that Mr. Ladd recently acquired sites in Canada with a view to resuming suspended operations pending the outcome of the negotiations. He said that if the Canadian Government would remove our tariff on the goods they manufacture will be unnecessary.

APPENDIX

The Effect of Reciprocity

That this is not mere idle surmise on our part can be seen from the remarks of public men who are leading the agitation. Mr. George F. Hoar, Attorney General of Massachusetts, in an article contributed to the "Atlantic Monthly" in these words:

"If we were to admit Canadian grain, it would stay with us for home consumption or be shipped to foreign lands—New York, Portland, San Francisco, etc.—for the foreign trade of Eastern Canada. The Canadian grain should be on this side of the Atlantic. The Canadian Pacific and Grand Trunk Pacific should import grain into Boston, New York and Portland."

Honourable Eugene N. Foss, Governor of Massachusetts, in a speech delivered in Boston in 1887, in force for many years in the United States

"has resulted in sending approximately \$100,000,000 worth of grain from Canada, to build up branch industries with the result of opening up new markets. It has also resulted in stifling English industries and kept us out of the English market to us by every right. It has kept the grain market in Europe at a dead level. It has ruined our coastwise shipping interests, and has given us little value."

APPENDIX

The Farmers' Home Protection

Of the various methods that may be employed to protect the farmer's home market, none is entirely satisfactory because of the difficulty of obtaining accurate crop and live stock statistics from year to year.

at 200 United States manufacturing companies are operating
with an aggregate investment of \$226,000,000. For this
concerning to the Dominion therefrom, we must thank a tariff
which hoped to sell us goods to come to this side of the line
and been a protective one, those United States manufacturers
have some factories to take care of Canadian business instead of
would now be using goods made from United States material
and goods made from Canadian material with Canadian labour.
is movement as a distinct loss to be remedied by Reciprocity
extract from a speech recently delivered by Senator Beveridge.

ity with Canada. Our tariff with the rest of the
northern neighbour. That policy already has driven
cross the Canadian borders, built vast plants with
on soil, employing Canadian workingmen to supply
we kept at home to employ American workingmen
1. We should admit Canadian wood pulp and
turn for Canada's admitting our agricultural imple-
and other machinery free. We should freely admit
planing mills in return for Canada's freely admitting
products to Canadian markets."

mention that certain wealthy United States concerns that
a view to the immediate erection of extensive shops have
one of the present negotiations, presumably in hopes that
re will be so reduced as to make such a move on their part

APPENDIX 6.

of Reciprocity on Transportation.

on our part, but one of the objects which our neighbours
of a Reciprocity Treaty with us, may be gathered from the
the agitation on the other side of the line. Mr. H. M. Whit-
ell to the *Atlantic Monthly* for October, expresses himself

Canadian grain free from tariff charges, much of it
consumption; a portion of it would go through our
New York, Portland and Boston are the natural outlets
in Canada. The elevators for storing and handling
this side of the line, and the steamers of the Canadian
line should in the winter time at least find their home
at Portland."

Governor of Massachusetts, stated that the policy which has been
adopted

proximately \$300,000,000 of American capital to
industries which compete with our own in foreign
in stifling the growth of Massachusetts and New
England out of the business and commerce which belongs
to us except the great Canadian railways from our ports,
steaming interests and made our wharf property of

APPENDIX 7.

Farmers' Home Market.

are employed for arriving at the value of the farmers' home
market because of the fact that we have no machinery for collecting
from year to year. The following examples however, would

seem to indicate that the statement "80 per cent. consumed within our own borders" is well within

(1). The Crop Bulletin for 1909 places the value of Canada that year at \$289,144,000.00. To arrive at deduct the net exports, i.e., the exports of such presumption. For the fiscal year ending March 31st, 1909.

Barley.

Oats.

Wheat.

Total.

For the same period the imports entered for consumption:

Barley.

Oats.

Wheat.

Total.

Deducting one from the other it leaves the net value of \$234,046,112, or 81 per cent. of the whole, represents

(2). It will be noticed that the above example applies to oats and barley. The computation which follows embraces all three cereals.

According to the Bureau of Statistics, the total value of the production of oats, barley and wheat (all grown only) were:

To the British Empire.

To other countries.

Total.

Of this \$20,083,959 was exported in a manufactured form. The value of the unmanufactured field products \$70,349,780. After deducting imports of unmanufactured field products the value of the production must amount down to \$57,748,046. From these statistics we find that 81 per cent. of the total production.

(3). Neither of the above illustrations takes into account the value of the annual inventory of our cereals. The following comparison however, is suggestive. In 1910, our exports of unmanufactured field products amounted to \$10,000,000. Our exports of animals and unmanufactured animal products amounted to \$1,000,000. Our exports of unmanufactured farm products to be \$1,000,000. The value of the field crop for last year of one province (Ontario) was worth \$10,000,000. The value of the field crop for the whole of Canada.

Honourable James A. Duff, Minister of Agriculture, in his speech at the opening of the session closed, states:

"We have had abundant crops in all lineations, and with good prices all round the country, though not undeserved prosperity."

Honourable George H. Murray, Premier of Nova Scotia:

"With the exception of fruit, which has been a partial failure, crops have been very good. This has been one of the most prosperous in the history of Nova Scotia." * * * * * The striking feature of the year has been the much larger amount of fruit being consumed, especially in Cape Breton, than ever before."

Mr. James A. Ruddick, Dairy Commissioner of the Province of Nova Scotia:

"The main reason for the decrease in exports is increased home consumption. I see no reason to complain. On the contrary, we have every reason to consider ourselves fortunate in having another outlet in the enlarged home market."

"We have given more attention to our home trade, which is more profitable than we have generally recognized. I have sold over 2,000,000 pounds of cheese in Canada over two-thirds of our total dairy products."

He further states that the market for dairy products in Canada is worth \$2,000,000 a year.

per cent. of everything that is grown upon the farms is well within the mark. To arrive at the home consumption of these crops we must deduct such produce proper, less any imports entered for consumption. On March 31st, 1910, the exports (Canadian produce only) were:

\$	1,107,732
	1,566,612
	52,609,351

\$	55,283,695
----	------------

deducted for consumption were:

\$	102,908
	27,287
	55,612

\$	185,807
----	---------

leaves the net exports \$35,097,888. The balance therefore, represents what was consumed by the home market.

This example deals only with three commodities, wheat, oats and barley, which together embrace all field crops.

On March 31st, 1910, the total value of Canadian field crops for 1909 was \$114,000,000. On March 31st, 1910, our exports of field produce (Canadian

\$	76,427,447
	14,006,300

\$	90,433,747
----	------------

leaves a manufactured state, (flour, oatmeal, etc.), leaving the balance \$70,349,788. But again, to arrive at the net exports we must deduct the value of the field products valued at \$12,601,742, bringing the final result to \$57,748,046. From these statistics the home market appears to have consumed

more than half of the field crops taken. This statement takes cognizance of animal products, and in the absence of figures showing the value of our live stock, it is difficult to furnish satisfactory statistics. For the fiscal year ending March 31st, 1910, the value of field products as shown above were \$70,349,788; to this add the value of the value of the field products, \$43,900,000, and it shows our total value of field products to be \$114,000,000. Lumping the two together they are worth \$54,000,000 more than all the farm exports

of the Department of Agriculture for Ontario, referring to the year just ended.

There has been a marked increase in all lines of farm production, with few exceptions. In fact, throughout the country the farmers have enjoyed unprecedented prosperity.

Mr. W. H. MacLennan, Minister of Agriculture of Nova Scotia, likewise reviewing the past year, says: "The year has been one of signal failure, and potatoes, the chief crop, have been exceptionally good, and the year has been one of great prosperity. The lesson to us in the history of agriculture in the province of Nova Scotia is that we must not be satisfied with the average feature in connection with this year's sales is that we are getting more and more of our grain being consumed in the home market, more especially than ever before."

Mr. J. C. Ross, Commissioner of the Department of Agriculture, says: "The marked increase in exports of butter and cheese is the index of the prosperity of the country, and there is no reason to deplore our decreased exports. We may be gratified to congratulate ourselves that we have found a large market for our butter and cheese, and the lesson for us is that we would do well to increase our exports of cheese. I have only to state that we consume in Canada more cheese than any other country in the world. The demand for dairy produce in Canada is increasing at the rate of

Our Imports of

The undue importance attached by Western Canada to foreign imports is shown by the fact that one of the greatest agricultural countries in the world imports more than it exports.

Mr. William Whyte, Vice-President of the Canadian National Bank, in an article in the "Toronto Globe" of January 2nd, as saying:

"If ever there was an agricultural country. Our sole resource is agriculture. We export into Winnipeg over twelve million eggs, and 100,000 chickens from Chicago. We are also the largest importers of wheat."

"The trouble is that our farmers are not able to sell all the wheat they grow with wheat, and they have not the labor to do so. They can go away in the winter, and leave their farms unoccupied. The loss which follows exclusive wheat-growing is great. The agriculturist is engaged in growing wheat, not as a farm should be used, but as a mere business, and putting nothing back. If the pastures were to be adopted other methods and a better portion of our crop would not be greatly increased."

The total value of animal and agricultural products imported into Canada during the fiscal year of 1910 was \$31,500,000, exclusive of raw materials, semi-finished products and exclusive of ground or manufactured articles.

In fact so fast is the home market for farm products increasing that it is unable to keep up with the demand.

The Effect of Tariffs

At least two officers of the Canadian Council of Agriculture, Mr. MacKenzie and Mr. MacLean, have asserted that the manufacturer reaps a large benefit from the heavy duty. Illustrating the point, Mr. MacKenzie, says: "In 1910, the value of agricultural implements manufactured in Canada was \$2,342,828 worth were exported, leaving a balance of \$1,593,914 worth of implements imported. The amount of duty paid on these imports was to the extent of 20 per cent., or \$318,782. It is not difficult to calculate the selling price of his commodity the total amount of duty paid by the manufacturer. The manufacturers of farm implements paid the Government \$2,098,383 (20 per cent. of \$10,491,914) and the farmers are taxed by reason of Customs duty on the same amount at \$14 and the manufacturers \$86." Leather, boots and shoes are taxed in the same way for the purpose of showing that the manufacturer is taxed for the benefit of the manufacturers.

It needs very little reflection to detect the fallacy of this argument. If the manufacturer took for himself the full amount of the duty, he would have to pay as much business in Canada as the foreign manufacturer. According to Mr. MacKenzie, the disparity is still more striking. "The manufacturers sell nearly 20 times as much to Canadian consumers as to foreign countries. If they appealed to the consumer on terms equal to those of foreign manufacturers, there would be no difference.

That the manufacturer should be able to import his goods duty-free and at the same time reduce the price to the consumer may at first sight seem like a paradox. Every manufacturing operation whether large or small involves a large overhead expense including such items as rent, wages, fuel, power, superintendence, etc. If these expenses have to be met by the manufacturer,

APPENDIX 8.

Imports of Farm Produce.

Western agriculturalists to the raising of wheat combined in for mixed farming, has resulted in the peculiar anomaly in the world is becoming an extensive importer of farm

of the Canadian Pacific Railway Company, is reported in as saying:

gricultural country in the world, Manitoba is that agriculture. Yet this year there were imported ion eggs. For our dining-cars we are now bringing are also importing cream from the United States. farmers are wheat mad. They have made money t the labor which mixed farming involves. They d leave the hired man to take care of the horses. ve wheat-raising on the farm is universally recog- engaged in selling, not his products, but the farm ng his land as exploiting it. He is using the land, but as a miner uses a mine. He is taking all out the past hot summer should teach the farmer of thods and to practice mixed farming, the loss of a be greatly regretted."

icultural products imported into Canada for consumption \$9,000, exclusive of salted, smoked or prepared animal pro- cuted cereal products.

for farm produce growing that our farmers are practically

APPENDIX 9.

Effect of the Tariff on Prices.

an Council of Agriculture, Mr. E. C. Drury and Mr. R. J. manufacturer raises his selling price by the full amount of the McKenzie, says: "According to the census of 1908 there were in Canada in the year previous to the value of \$12,835,745. rted, leaving for home consumption \$10,492,919. There of implements on which the Government collected duty 2. It is now conceded that the manufacturer adds to the l amount of the protection granted him by the Customs id the Government that year \$318,872 and to the manu- 3 (20 per cent of \$10,492,919)***** For every \$100 as duty on agricultural implements the Government gets other, boots and shoes and cement are treated by Mr. Mac- of showing how heavily and how unjustly farmers are being s.

etect the fallacy of this argument, for if the home manu- of the duty how would he be able to secure seven times sign manufacturer? In the case of boots and shoes quoted more striking, because our own manufacturers apparently an consumers as foreign boot and shoe manufacturers do. rms equal or nearly equal there would not be such a wide

ble to improve the quality of his product and at the same may at first seem incredible, but it all hinges upon the out- whether large or small involves a certain amount of station- items as rent, heat, light, insurance, taxes, office expense, s have to be met out of the returns from a small output

it follows that the proportion carried by each unit if on the other hand they can be spread over a larger unit of production may become insignificantly small the lower the cost of production and the cheaper of a tariff which secures the home market or at least a part of it.

A few examples will suffice to illustrate how Ontario began the manufacture of buggies. In 1875 farmers paid them from \$100 to \$170 each. Last year an output of 15,000 and were able to offer the market a buggy which cost \$100 and used to have to pay \$170 for. In 1878 the price of a good buggy was \$100; to-day it is under five cents. The best binder in Ontario last year cost \$100 and now costs \$105; to-day the

APPENDIX

The Value of a Protective Tariff

The members of the Canadian Manufacture Association, in their report on the tariff on farm produce as something that would be of value to all farmers in general. In this connection Mr. C. C. Ballantyne, in his report for 1906 used words which in the light of subsequent events seem prophetic. Ballantyne said:

"Our flaxseed is shut out of the American market at 15 cents per bushel. Why do not our Canadian farmers grow flax in Canada to give the market what it is entitled to? There is from a million and a half to two million bushels consumed in Canada annually by our Canadian farmers. We import over a million bushels or more of foreign seed. We import over a million bushels of 'Canada' flaxseed, and grown right here in Canada."

"I wish to point out to the intelligent farmer that if the protective tariff on flaxseed is increased, and a duty is imposed on flax grown in Canada to give the market what it is entitled to? There is from a million and a half to two million bushels consumed in Canada annually by our Canadian farmers. We import over a million bushels or more of foreign seed. We import over a million bushels of 'Canada' flaxseed, and grown right here in Canada."

Up to 1907 flaxseed entered Canada free of duty. The figures for the two years immediately preceding show that we

Fiscal Year

1905
1906 (after deducting exports of foreign)

At the close of 1907 flaxseed was protected by a tariff of 15 cents per bushel. The figures for the three years, as will be observed from the figures, show that the amount of flaxseed produced in Canada while our exports jumped from nothing up into the millions of bushels.

Fiscal Year.

1908 (after deducting exports of foreign)
1909
1910

And yet it is still alleged on behalf of the farmers that the tariff is of little value to them.

APPENDIX

Do the Farmers Really Want a Protective Tariff?

While no effort has thus far been made toward a protective tariff, the Canadian Council of Agriculture, in its report for 1907, states:

each unit of production will be comparatively high. But if over a large output, then the proportion carried by each is significantly small. Generally speaking, the larger the output the cheaper the price to the consumer, hence the advantage of or at least the bulk of it to the home manufacturer.

Illustrate how this works out. In 1878 a certain Company in U.S. sold all told about 30 buggies, for which they charged \$100. Last year in various kinds of wheeled vehicles they had offered the farmer for \$85 a far better buggy than the one he had. The price of sugar was nine and ten cents per pound retail; a binder in 1878 sold at from \$275 to \$300; to-day the farmer can buy a good one that will last longer for \$125. In 1878, single reapers retailed at \$150; to-day the best reaper retails at from \$60 to \$65.

APPENDIX 10

'Protective Tariff to the Farmer.'

Manufacturers' Association have consistently advocated a protective tariff that would materially improve the condition of agriculture. Mr. C. Ballantyne, when delivering his Presidential address in 1878, said that subsequent developments were singularly prophetic. Mr.

of the American market on account of a duty of 25 per cent. Our Canadian farmers ask our Government to place a protective tariff that will give them the home market which they are justly entitled to. We export to America one million and a half to two million bushels of flaxseed annually. Why should we not encourage our Canadian linseed oil crushers, and why should we not prohibit the use of foreign seed be used instead of buying "Grown in America"? Let us tell the intelligent farmers of the West that the American farmer can grow more flaxseed than wheat, and I hope that, when revenue is collected, there will be a duty placed on flaxseed for the benefit of the Canadian farmer. The flaxseed used in Canada will be "Grown in Canada."

Canada free of duty and the figures, imports and exports, for 1878 show that we were an importing country.

Imports Bushels	Exports (Canadian) Bushels	Value.
176,887	314	\$ 479
711,138	2,824	3,328

When the tariff was first introduced in 1878, it was collected by a duty of 10cts. a bushel, and during the following years, the figures, imports dwindled down to practically nothing, so that we were an importing country.

Imports Bushels	Exports (Canadian) Bushels	Value.
495,154	10,997	\$15,098
288,468	693,779	855,908
4,344	1,997,648	3,642,476

It is evident that the tariff on flaxseed has been a success, and that it has been of great benefit to the Canadian farmer.

APPENDIX 11.

Do Farmers Really Want Reciprocity or Free Trade?

There is a strong movement towards organizing those farmers who hold the view that the only way to secure a fair deal in agriculture, is to seek reciprocity with the United States.

of opinion that have appeared, that farming sentiment is more favorable to free trade than most people suppose.

The Wentworth farmers are reported in the "Press" to have expressed themselves in these words:

"That if free trade were universally adopted, but so long as our neighbors and ourselves remain as we must uphold our own best interests under which we believe the present tariff is fairly just."

"If free agricultural implements and machinery were adopted, it would assure us of their continued and increasing use, and the necessary revenue raised under such conditions as past experience has shown that this is the case, in present conditions that have brought Canada into a position of prosperity in the eyes of the rest of the world, nearly so."

"In our opinion the first step in the direction of a free trade policy with the United States should be a suggestion that the present tariff should be reduced to a par with ours, and that a further concession should be had, always according to the progress made by the United States to Canada; and in case progress could not be made, the splendid prosperity we are now enjoying in the use of our agricultural products would be of great value to us. It would perhaps be a mistake to reduce it, in view of the disadvantages to any section of the community."

Dissenting French-Canadian farmers who attended a meeting at Ottawa, but whose protests were not listened to, issued a protest after the meeting:

"The province of Quebec is satisfied with the present tariff, and does not desire any revision. It is becoming more and more difficult to compete with the United States, which is attracting to its large centres a population engaged in the production of agricultural products."

"We believe that it is the duty of the Canadian government to protect agriculture against American competition. The farmers of Quebec do not injure those of the east when they ask for a reduction of the tariff. It means a loss of our markets and of our industrial strength, and the welfare of all sections of Canada; it is a national question."

"Similar petitions were passed by the societies of Quebec."

The following is a resolution unanimously adopted by the Quebec Farmers' Association:

"Resolved—That in view of the possible adoption of a reciprocity system in regard to reciprocity of tariffs, the Ontario Farmers' Association place on record their unqualified disapproval of the importation of fruit coming into Canada without consulting the fruit-growers' association."

"The duty is now much lower than it ought to be, and it is much lower than they ought to be in view of the fact that the fruit-growers combine in fruit; the price being fixed at a uniform rate."

The Winnipeg Vegetable Growers have memorandum to the Hon. Sir Wilfrid Laurier, Prime Minister of Canada:

"To the Hon. Sir Wilfrid Laurier, Prime Minister of Canada, in regard to the House of Commons at Ottawa:—

"We, the members of the Kildonan and St. Vital vegetable growers' association, annual meeting assembled, humbly desire to call your attention to the importance of the duty now being imposed on fruit imported into Winnipeg from the United States. We desire to point out that the duty left as at present, and sincerely hope that it will be reduced to the same, as asked for by the wholesalers of fruit in 1909, as it would be the means of depriving the fruit-growers of their association of the protection of their earnings and, in fact, many of them would be compelled to leave the business."

Only a few days ago the following telegraph was sent to the Hon. Sir Wilfrid Laurier from Victoria, B. C.:

"The Central Farmers' Institute, in a recent meeting, sent delegates from all parts of British Columbia to Victoria, viewing with alarm the movement of the fruit-growers' association to enter into competition with the United States."

ing sentiment favourable to stability of tariff is stronger

and in the "Globe" of December 12th, 1910, as having ex-

niversally adopted we would be more than de-
vours and other countries adopt the opposite course
nterests under the circumstances as we find them,
riff is fairly successful in doing.

ments and other articles required by agriculturists
ed and increased production in Canada, and our
uch conditions, we would also be delighted; but
that this is altogether unlikely, then we believe
ought Canada so favorably conspicuous for pros-
f the world had better be maintained or pretty

step in the negotiations for more reciprocal trade
be a suggestion to the United States that their
ar with ours as a basis of beginning, then conces-
d, always along the line of at least equal advantage
ss could not be made in this way, then in view of
now enjoying under present tariff conditions it
uld be of immense benefit without any apparent
duce it, in fact we believe a slight increase on a few
the community."

s who attended the meeting of the Council of Agriculture
listened to, handed the following statement to the press

s satisfied with the present tariff and does not ask
ng more and more a manufacturing centre, and is
a population which makes a constant demand for

duty of the Government to protect our markets

The farmers of the west can hardly desire to
hey ask for a reduction of the tariff, which would
f our industries. This is a not fight between two
ional question.

passed by some half dozen French agricultural

nously adopted by the Ontario Fruit Growers' Association:
of the possible negotiations with United States in
, the Ontario Fruit Growers' Association wish to
ed disapproval of any reduction of the duties in
ut consulting a committee to be appointed by the

ower than the duties on manufactured goods and
view of the fact that there can be no monopoly or
ng fixed absolutely by the law of Supply and De-

ave memorialized the Government in these words:
Laurier, Premier of Canada, and to the Members
tawa:—

Kildonan and St. Paul's Agricultural Society, in
nably desire to impress upon your honorable body
ow being imposed upon green vegetables coming
States. We therefore petition that this duty be
y hope that your government will not remove the
lesalers of the City of Winnipeg in the session of
of depriving our gardeners of a very large propor-
t, many of them would have to go out of business."

g telegraphic despatch appeared in all the Eastern papers

stitute, in annual convention here to-day, with forty
British Columbia, unanimously passed a resolution
ent of the grain growers for reciprocity in natural
es."

